

**North Okanagan Monthly Statistics
March 2020**

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Zone Totals

Description	CM This Year	CM Last Year	Increase	This YTD	Last YTD	Increase
Area = Central Okanagan						
1 Units Listed	1,038	1,053	-1.42%	2,475	2,615	-5.35%
2 Units Sold	417	372	12.10%	1,006	878	14.58%
3 Sales Volume	\$240,689,574	\$200,512,009	20.04%	\$564,277,896	\$448,855,702	25.71%
4 List/Sell Ratio	97.05%	96.93%		96.80%	96.70%	
5 Days to Sell	78	78	-0.10%	85	79	6.89%
6 Active Listings	2,972	3,141	-5.38%			
Area = North Okanagan						
1 Units Listed	372	347	7.20%	786	857	-8.28%
2 Units Sold	138	157	-12.10%	356	383	-7.05%
3 Sales Volume	\$61,215,255	\$75,705,254	-19.14%	\$159,899,442	\$177,408,618	-9.87%
4 List/Sell Ratio	97.30%	95.03%		96.77%	95.89%	
5 Days to Sell	89	103	-13.72%	96	106	-9.19%
6 Active Listings	1,220	1,237	-1.37%			
Area = Shuswap / Revels						
1 Units Listed	182	209	-12.92%	409	469	-12.79%
2 Units Sold	52	77	-32.47%	157	173	-9.25%
3 Sales Volume	\$19,630,850	\$30,930,364	-36.53%	\$66,779,182	\$64,782,944	3.08%
4 List/Sell Ratio	96.35%	96.80%		98.35%	96.17%	
5 Days to Sell	162	138	17.41%	145	140	3.75%
6 Active Listings	792	910	-12.97%			
Area = Grand Total						
1 Units Listed	1,592	1,609	-1.06%	3,670	3,941	-6.88%
2 Units Sold	607	606	0.17%	1,519	1,434	5.93%
3 Sales Volume	\$321,535,679	\$307,147,628	4.68%	\$790,956,520	\$691,047,264	14.46%
4 List/Sell Ratio	97.05%	96.44%		96.92%	96.44%	
5 Days to Sell	88	92	-4.90%	93	94	-0.05%
6 Active Listings	4,984	5,288	-5.75%			

Totals include variables in any given month, due to preceding month's collapsed sales and deleted listings. e & oe

North Okanagan Statistics -- March 2020

Quick Summary Part 1

			Residential	
Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	138	\$61,215,255	67	\$34,134,000
Last Month	121	\$53,805,767	56	\$29,096,625
This Month Last Year	157	\$75,705,254	65	\$35,491,400

Description	Total Listings Taken	Inventory
This Month	372	1,220
Last Month	231	1,136
This Month Last Year	347	1,237

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North Okanagan Statistics -- March 2020

Quick Summary Part 2

Condo/Apt

Sales	12
New Listings	23
Current Inventory	63
Sell/Inv. Ratio	19.05%
Days to Sell	89
Average Price	\$278,692
Median Price	\$264,000

Condo/Townhouse

Sales	28
New Listings	65
Current Inventory	119
Sell/Inv. Ratio	23.53%
Days to Sell	120
Average Price	\$356,337
Median Price	\$345,000

Lots

Sales	5
New Listings	23
Current Inventory	241
Sell/Inv. Ratio	2.07%
Days to Sell	91
Average Price	\$230,800
Median Price	\$185,000

Residential

Sales	67
New Listings	178
Current Inventory	398
Sell/Inv. Ratio	16.83%
Days to Sell	69
Average Price	\$509,463
Median Price	\$512,500
Ratio of Sales vs Inventory	15.36%

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North Okanagan Statistics -- March 2020

Comparative Activity -- Listing Information

Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Inventory		
							Cur Mo	Lst Yr Mo	Incr/Decr%
Zone = North Okanagan									
Acreage/House	37	33	12.12%	67	69	-2.90	127	131	-3.05
Duplex	9	8	12.50%	19	24	-20.83	28	25	12.00
Mobile Home	9	10	-10.00%	29	26	11.54	39	36	8.33
Recreational	3	1	200.00%	4	3	33.33	6	4	50.00
Residential	178	174	2.30%	362	360	0.56	398	387	2.84
Residential WF	6	5	20.00%	10	11	-9.09	30	24	25.00
3/4-Plex	1	1	0.00%	1	1	0.00	2	2	0.00
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	23	21	9.52%	49	67	-26.87	63	70	-10.00
Townhouse	65	54	20.37%	125	139	-10.07	119	140	-15.00
RES TOTAL	331	307.00	7.82%	666	700	-4.86%	812	819	-0.85
FARMS	2	2	0.00%	2	6	-66.67	16	22	-27.27
MULTIFAMILY	1	0	0.00%	2	1	100.00	3	3	0.00
Acreage	9	3	200.00%	17	16	6.25	70	88	-20.45
Acreage WF	2	3	-33.33%	6	5	20.00	14	15	-6.67
Lots	11	11	0.00%	40	51	-21.57	149	142	4.93
Lots WF	1	1	0.00%	2	5	-60.00	8	13	-38.46
LOTS TOTAL	23	18.00	27.78%	65	77	-15.58%	241	258	-6.59
Business	3	5	-40.00%	8	12	-33.33	20	21	-4.76
Commercial	11	11	0.00%	35	52	-32.69	90	92	-2.17
Land	1	4	-75.00%	8	9	-11.11	38	22	72.73
COMM TOTAL	15	20.00	-25.00%	51	73	-30.14%	148	135	9.63
GRAND TOTAL	372	347	7.20%	786	857	-8.28%	1,220	1,237	-1.37

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North Okanagan Statistics -- March 2020

Comparative Activity -- Sales Information (Month)

Description	Unit Sales			Sales Volume			List/Sale Ratio	
	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo
Zone = North Okanagan								
Acreage/House	11	9	22.22%	\$8,187,500	\$7,052,400	16.10%	97.13%	97.55%
Duplex	5	5	0.00%	\$3,116,000	\$2,562,500	21.60%	96.71%	97.03%
Mobile Home	4	8	-50.00%	\$521,000	\$1,543,500	-66.25%	93.24%	96.68%
Recreational	2	1	100.00%	\$186,000	\$170,000	9.41%	82.85%	95.77%
Residential	67	65	3.08%	\$34,134,000	\$35,491,400	-3.82%	97.50%	96.86%
Residential WF	0	3	-100.00%	\$0	\$2,944,900	-100.00%	0.00%	93.47%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	12	17	-29.41%	\$3,344,308	\$3,342,750	0.05%	96.48%	95.41%
Townhouse	28	33	-15.15%	\$9,977,425	\$11,820,342	-15.59%	98.21%	98.11%
RES TOTAL	129	141	-8.51%	\$59,466,233	\$64,927,792	-8.41%	97.38%	96.92%
FARMS	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	0	5	-100.00%	\$0	\$1,759,000	-100.00%	0.00%	96.40%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	5	4	25.00%	\$1,154,000	\$785,450	46.92%	96.33%	95.10%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	5	9	-44.44%	\$1,154,000	\$2,544,450	-54.65%	96.33%	96.00%
Business	2	2	0.00%	\$595,000	\$2,040,000	-70.83%	91.54%	88.97%
Commercial	2	4	-50.00%	\$22	\$1,943,013	-100.00%	0.00%	86.97%
Land	0	1	-100.00%	\$0	\$4,250,000	-100.00%	0.00%	77.27%
COMM TOTAL	4	7	-42.86%	\$595,022	\$8,233,013	-92.77%	91.54%	82.11%
GRAND TOTAL	138	157	-12.10%	\$61,215,255	\$75,705,254	-19.14%	97.30%	95.03%

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North Okanagan Statistics -- March 2020

Comparative Activity -- Sales Information (YTD)

Description	Unit Sales			Sales Volume			List/Sale Ratio	
	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD
Zone = North Okanagan								
Acreage/House	21	25	-16.00%	\$16,487,500	\$19,697,700	-16.30%	96.72%	97.23%
Duplex	9	10	-10.00%	\$5,355,000	\$4,749,900	12.74%	97.12%	97.73%
Mobile Home	15	13	15.38%	\$2,009,100	\$2,141,400	-6.18%	92.56%	95.64%
Recreational	2	2	0.00%	\$186,000	\$465,000	-60.00%	82.85%	97.40%
Residential	163	171	-4.68%	\$83,333,225	\$87,385,446	-4.64%	97.61%	97.25%
Residential WF	0	6	-100.00%	\$0	\$5,954,900	-100.00%	0.00%	95.68%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	39	40	-2.50%	\$9,926,328	\$8,574,350	15.77%	97.02%	96.30%
Townhouse	73	70	4.29%	\$25,577,535	\$24,789,342	3.18%	98.43%	97.47%
RES TOTAL	322	337	-4.45%	\$142,874,688	\$153,758,038	-7.08%	97.49%	97.16%
FARMS	0	1	-100.00%	\$0	\$2,370,000	-100.00%	0.00%	94.84%
MULTIFAMILY	0	1	-100.00%	\$0	\$640,000	-100.00%	0.00%	91.56%
Acreage	4	8	-50.00%	\$1,959,190	\$3,939,000	-50.26%	82.81%	88.82%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	15	16	-6.25%	\$3,620,500	\$3,735,950	-3.09%	95.27%	93.74%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	19	24	-20.83%	\$5,579,690	\$7,674,950	-27.30%	90.49%	91.15%
Business	2	4	-50.00%	\$595,000	\$2,463,000	-75.84%	91.54%	90.19%
Commercial	12	15	-20.00%	\$10,285,063	\$6,252,630	64.49%	91.20%	90.48%
Land	1	1	0.00%	\$565,000	\$4,250,000	-86.71%	94.96%	77.27%
COMM TOTAL	15	20	-25.00%	\$11,445,063	\$12,965,630	-11.73%	91.40%	85.63%
GRAND TOTAL	356	383	-7.05%	\$159,899,442	\$177,408,618	-9.87%	96.77%	95.89%

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North Okanagan Statistics -- March 2020

Average/Median price, Days to Sell (Month)

Description	Average Price			Median Price			Days to Sell		
	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%
Zone = North Okanagan									
Acreage/House	\$744,318	\$783,600	-5.01%	\$720,000	\$775,000	-7.10%	95	139	-31.65%
Duplex	\$623,200	\$512,500	21.60%	\$685,000	\$525,000	30.48%	76	114	-33.22%
Mobile Home	\$130,250	\$192,938	-32.49%	\$148,750	\$179,000	-16.90%	58	83	-30.63%
Recreational	\$93,000	\$170,000	-45.29%	\$93,000	\$170,000	-45.29%	260	137	89.42%
Residential	\$509,463	\$546,022	-6.70%	\$512,500	\$463,000	10.69%	69	77	-11.14%
Residential WF		\$981,633			\$789,900			166	
3/4-Plex									
Apartment	\$278,692	\$196,632	41.73%	\$264,000	\$172,500	53.04%	89	71	24.41%
Townhouse	\$356,337	\$358,192	-0.52%	\$345,000	\$355,000	-2.82%	120	68	76.42%
RES TOTAL	\$460,979	\$460,481	0.11%	\$430,000	\$400,000	7.50%	87	82	5.56%
FARMS									
MULTIFAMILY									
Acreage		\$351,800			\$345,000			405	
Acreage WF									
Lots	\$230,800	\$196,363	17.54%	\$185,000	\$199,950	-7.48%	91	201	-54.78%
Lots WF									
LOTS TOTAL	\$230,800	\$282,717	-18.36%	\$185,000	\$279,000	-33.69%	91	314	-71.06%
Business	\$297,500	\$1,020,000	-70.83%	\$297,500	\$1,020,000	-70.83%	262	204	28.75%
Commercial	\$11	\$485,753	-100.00%	\$11	\$521,500	-100.00%	50	249	-80.14%
Land		\$4,250,000			\$4,250,000			362	
COMM TOTAL	\$148,756	\$1,176,145	-87.35%	\$115,007	\$558,000	-79.39%	156	252	-38.26%
GRAND TOTAL	\$443,589	\$482,199	-8.01%	\$419,000	\$400,000	4.75%	89	103	-13.72%

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North Okanagan Statistics -- March 2020

Average/Median price, Days to Sell (YTD)

Description	Average Price			Median Price			Days to Sell		
	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%
Zone = North Okanagan									
Acreage/House	\$785,119	\$787,908	-0.35%	\$735,000	\$775,000	-5.16%	123	148	-16.77%
Duplex	\$595,000	\$474,990	25.27%	\$572,000	\$472,000	21.19%	88	85	2.76%
Mobile Home	\$133,940	\$164,723	-18.69%	\$137,000	\$167,000	-17.96%	72	83	-12.77%
Recreational	\$93,000	\$232,500	-60.00%	\$93,000	\$232,500	-60.00%	260	118	119.92%
Residential	\$511,247	\$511,026	0.04%	\$485,000	\$460,000	5.43%	79	89	-11.21%
Residential WF		\$992,483			\$1,019,950			146	
3/4-Plex									
Apartment	\$254,521	\$214,359	18.74%	\$225,000	\$202,500	11.11%	90	60	50.04%
Townhouse	\$350,377	\$354,133	-1.06%	\$345,000	\$333,500	3.45%	92	73	26.84%
RES TOTAL	\$443,710	\$456,255	-2.75%	\$416,575	\$410,000	1.60%	88	88	-0.14%
FARMS		\$2,370,000			\$2,370,000			336	
MULTIFAMILY		\$640,000			\$640,000			46	
Acreage	\$489,798	\$492,375	-0.52%	\$474,000	\$387,500	22.32%	209	385	-45.64%
Acreage WF									
Lots	\$241,367	\$233,497	3.37%	\$217,000	\$190,000	14.21%	117	253	-53.75%
Lots WF									
LOTS TOTAL	\$293,668	\$319,790	-8.17%	\$256,000	\$210,000	21.90%	136	297	-54.05%
Business	\$297,500	\$615,750	-51.68%	\$297,500	\$312,500	-4.80%	262	144	82.26%
Commercial	\$857,089	\$416,842	105.61%	\$567,500	\$350,000	62.14%	227	167	35.60%
Land	\$565,000	\$4,250,000	-86.71%	\$565,000	\$4,250,000	-86.71%	154	362	-57.46%
COMM TOTAL	\$763,004	\$648,282	17.70%	\$365,000	\$357,500	2.10%	227	172	31.55%
GRAND TOTAL	\$449,156	\$463,208	-3.03%	\$410,000	\$400,000	2.50%	96	106	-9.19%

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